SHOW ME THE MONEY
HOW TO PROSECUTE A CASE FOR FUNDING

NICKI HUTLEY
FOR DISCUSSION

Where is the money? Sources of funding and eligibility

How to successfully prosecute a Business Case
SOURCES OF FUNDING
IS THERE A FUND FOR MY PROJECT?

- Over 350 state and federal grant programs across Australia.
- City Deals
- For regional infrastructure investment, BBRF (formerly NSRF) is the key
- Is your project eligible?
- Why has W.A. been less successful under NSRF?

Round 1 ($212m)
5 of 51 projects

Round 2 ($293m)
14 of 111 projects

Round 3 ($126m)
11 of 67 projects
MAKING FRIENDS AND INFLUENCING PEOPLE

- Talk to the relevant Agency
  - demonstrate you are thinking this through
- Key role for RDA in BBRF
<table>
<thead>
<tr>
<th>Infrastructure Stream</th>
<th>Community Investments Stream</th>
</tr>
</thead>
<tbody>
<tr>
<td>Projects which involve the construction of new infrastructure, or the upgrade or extension of existing infrastructure that provide economic and social benefits to regional and remote areas.</td>
<td>Community building activities including but not limited to, new or expanded local events, strategic regional plans, and leadership and capability building activities. These projects will deliver economic and social benefits to regional and remote communities.</td>
</tr>
<tr>
<td>$20,000 - $10 million</td>
<td>$5,000 - $10 million</td>
</tr>
</tbody>
</table>
The objectives of the BBRF program are to:

- Create employment
- Increase economic activity, including opportunities for indigenous economic participation and supplier outcomes.
- Enhance community facilities
- Develop leadership capacity
- Enhance community cohesion and sense of identity

Not every funded project will deliver on each of the outcomes, but across the projects funded the program will achieve these outcomes.
**BBRF Eligibility**

- It’s Regional!

### Building Better Regions Fund Eligibility and Remoteness Classification

**Warning**
The project location you have selected is in an Excluded Area. You are not eligible to apply under the Building Better Regions Fund.

<table>
<thead>
<tr>
<th>Eligibility</th>
<th>Excluded Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>Remoteness classification</td>
<td>Inner Regional Australia</td>
</tr>
<tr>
<td>Project latitude and longitude</td>
<td>-32.74095, 115.64010</td>
</tr>
<tr>
<td>Local Government Area</td>
<td>Mandurah (C)</td>
</tr>
<tr>
<td>Postcode</td>
<td>6211</td>
</tr>
</tbody>
</table>

[Image]
BBRF Eligibility

- Matched Funding for Inner and Outer Regional

Building Better Regions Fund Eligibility and Remoteness Classification

Eligibility: Included Area - Outer Regional
Remoteness classification: Outer Regional Australia
Project latitude and longitude: -30.52665, 115.60165
Local Government Area: Dandaragan (S)
Postcode: 6521

Record your remoteness classification in your application form.

You will be required to contribute co-funding of at least $1 for every $1 of grant funding requested, unless:

a. you are seeking a co-funding exemption due to exceptional circumstances or
b. your total project value is less than $20,000 in the Community Investment Stream.
BBRF ELIGIBILITY
$1 FOR $3 GRANT
FUNDING FOR
REMOTE AND VERY REMOTE

Record your remoteness classification in your application form.
You will be required to contribute co-funding of at least $1 for every $3 of grant funding requested, unless:

a. you are seeking a co-funding exemption due to exceptional circumstances or
b. your total project value is less than $20,000 in the Community Investment Stream.
It’s in everyone’s interests to have a well-thought out project that clearly identifies the benefits and that is DELIVERABLE.
DON'T RUSH!

KEEP CALM AND NO RUNNING!
PROSECUTING A BUSINESS CASE
READ THE INSTRUCTION MANUAL!

ALL the details are there on the IA website
Your project will be assessed on the following merit criteria:

- economic benefit (15 points)
- social benefit (10 points)
- value for money (5 points)
- project delivery (5 points)
- level of community support
- level of co-funding

Can you demonstrate “Strong Claims”?
IDENTIFYING THE NEED AND THE OPTIONS

- Demonstrate that a range of options have been considered and compare the outcomes
- If no options considered, explain why
ALIGNMENT WITH POLICY

- Clearly articulate how the investment aligns with local, State and Commonwealth policies

- Show that the project is already included in local planning and discussions and financing
Increased economic activity, improvements in productivity, wider access to markets or fairer and more equitable economic outcomes.

- New/higher value employment
- New businesses/production of goods and services in the region (direct and indirect)
- Growth in existing sectors, e.g. tourism, agriculture, manufacturing
- Local supply chain boost
- Leverage infrastructure
- Indigenous economic participation
To demonstrate the above attributes, you will need to:

- establish a baseline
- demonstrate where resources will come from (does local workforce have the right skills?)
- show that you are not “robbing Peter to pay Paul” i.e. that you are creating net new benefits

show the degree to which the project delivers benefits beyond the construction phase is critical – this is your differentiator.
DEMONSTRATING SOCIAL BENEFIT

- Attractive place to live (workforce attraction and retention)
- Community connections and social inclusion
- Local heritage and culture
- Community institutions (e.g. through support for governance and leadership capacity)
- Community volunteering
- Disadvantage within the community.

To demonstrate the above attributes, you will need
- Stakeholder engagement and communications plan
- Social Return on Investment analysis
VALUE FOR MONEY

Goes beyond a BCR

- Does the project leverage additional funding (includes cash contributions above the co-funding requirement and in-kind contributions)?
- Does the project leverage additional partnerships?
- Would the project proceed without the grant funding? If yes, what is impact of funding?

N.B. Activities carried out prior to executing a grant agreement WILL NOT be funded!
Readiness to commence the project with appropriate approvals planned for or in place

Track record with similar projects including managing similar grant funding

Access to people with the right skills and experience

Access to infrastructure, capital equipment, technology, intellectual property

Manage and fund O&M post completion

Benefits realisation strategy

Detailed Project Management Plan which addresses project: scope, implementation methodology and how you will manage project dependencies, timeframes, budget/costing, risk
EVIDENCE, EVIDENCE AND MORE EVIDENCE
THANK YOU

NICKI HUTLEY